

# Tucson Old Pueblo Credit Union

## SUMMARY BALANCE SHEET



As of: 3/31/2023

Produced: 4/11/2023 11:39:34AM

	Current Month Mar-2023	Prior Month Feb-2023	MTD Difference Feb-2023	Last Year End Dec-2022	YTD Difference Dec-2022	Prior Year Mar-2022	1 Yr Difference Mar-2022
<b>ASSETS</b>							
<b>LOANS</b>							
Credit Card Loans	2,100,144	2,088,818	11,325	2,136,945	(36,802)	1,769,113	331,030
Unsecured Loans	3,554,536	3,479,408	75,128	3,590,097	(35,561)	3,672,737	(118,201)
Direct Auto Loans	10,822,368	10,992,682	(170,314)	11,303,375	(481,007)	9,822,271	1,000,098
Indirect Auto Loans	37,838,167	38,682,065	(843,898)	40,084,491	(2,246,325)	30,050,777	7,787,389
Home Equity Loans	8,655,033	8,061,988	593,045	7,506,293	1,148,740	5,316,111	3,338,921
Fixed Real Estate Loans	11,945,604	12,032,712	(87,108)	12,200,569	(254,965)	12,993,370	(1,047,766)
Variable/Hybrid/Balloon RE Loans	564,305	568,067	(3,763)	583,992	(19,687)	732,356	(168,051)
MBL & Commercial Loans	35,265,698	33,366,214	1,899,484	32,116,424	3,149,274	28,267,821	6,997,877
Share & Certificate Secured Loans	509,925	523,061	(13,136)	536,672	(26,747)	426,796	83,130
Solar Loans	60,142,534	58,917,767	1,224,767	53,816,647	6,325,887	28,505,216	31,637,318
Other Loans	1,357,081	1,372,950	(15,869)	1,273,617	83,463	1,221,904	135,176
Loan Participations	1,949,949	2,011,149	(61,200)	2,091,024	(141,076)	2,642,664	(692,715)
Net Deferred (Fees) Costs	(985,284)	(959,691)	(25,594)	(884,617)	(100,668)	(926,891)	(58,394)
<b>GROSS LOANS</b>	173,720,058	171,137,191	2,582,867	166,355,530	7,364,528	124,494,244	49,225,814
Allowance for Loan Losses	(2,200,880)	(2,223,071)	22,191	(1,914,945)	(285,935)	(1,167,294)	(1,033,586)
<b>NET LOANS</b>	171,519,178	168,914,120	2,605,058	164,440,585	7,078,593	123,326,951	48,192,228
<b>CASH AND CASH EQUIVALENTS</b>	176,425	1,238,368	(1,061,943)	(44,123)	220,547	12,916,978	(12,740,553)
<b>INVESTMENTS</b>	46,407,048	46,224,713	182,335	47,394,477	(987,429)	64,728,953	(18,321,905)
<b>PROPERTY AND EQUIPMENT</b>							
Land & Building	3,233,846	3,247,514	(13,667)	3,274,848	(41,002)	3,344,683	(110,837)
Other Fixed Assets	475,237	474,396	841	494,064	(18,827)	546,256	(71,019)
<b>OTHER ASSETS</b>							
Accrued Interest Receivable	559,707	526,450	33,257	567,507	(7,800)	433,747	125,960
Prepaid Expenses	507,446	537,540	(30,094)	573,390	(65,944)	603,288	(95,842)
Other Assets	6,146,079	6,159,618	(13,540)	6,126,552	19,526	4,956,876	1,189,203
<b>TOTAL ASSETS</b>	229,024,966	227,322,719	1,702,247	222,827,301	6,197,665	210,857,730	18,167,236

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	Current Month Mar-2023	Prior Month Feb-2023	MTD Difference Feb-2023	Last Year End Dec-2022	YTD Difference Dec-2022	Prior Year Mar-2022	1 Yr Difference Mar-2022
<b>LIABILITIES AND MEMBERS' EQUITY</b>							
<b>LIABILITIES:</b>							
<b>MEMBERS' SHARE ACCOUNTS</b>							
Share and Club Accounts	90,684,579	91,545,293	(860,714)	92,520,242	(1,835,663)	93,201,938	(2,517,360)
Money Market Accounts	30,496,277	33,377,716	(2,881,439)	34,708,750	(4,212,473)	34,318,741	(3,822,464)
Share Draft Accounts	57,649,795	57,414,563	235,232	55,477,013	2,172,782	56,312,796	1,336,999
Share Certificates	15,380,093	7,561,586	7,818,507	6,796,231	8,583,863	6,830,233	8,549,860
Demand IRA Accounts	4,055,106	4,090,957	(35,851)	4,508,410	(453,304)	4,699,228	(644,122)
IRA Certificates	1,974,884	2,031,455	(56,571)	1,989,606	(14,722)	2,088,839	(113,955)
Nonmember Deposits	2,732,000	2,737,738	(5,738)	0	2,732,000	0	2,732,000
<b>TOTAL MEMBERS' SHARE ACCOUNTS</b>	202,972,734	198,759,308	4,213,426	196,000,251	6,972,483	197,451,776	5,520,958
Short-term Borrowings	16,825,000	19,750,000	(2,925,000)	17,900,000	(1,075,000)	0	16,825,000
Accrued Expenses and Other Liabilities	1,439,082	1,534,412	(95,330)	1,409,557	29,525	1,367,743	71,339
<b>TOTAL LIABILITIES</b>	221,236,816	220,043,720	1,193,096	215,309,808	5,927,008	198,819,519	22,417,297
<b>MEMBERS' EQUITY:</b>							
Regular Reserve	0	0	0	0	0	6,188,169	(6,188,169)
Unrealized Gain/(Loss) on Investments AFS	(7,269,685)	(7,703,683)	433,999	(7,792,953)	523,268	(3,187,152)	(4,082,533)
Undivided Earnings	15,057,835	14,982,683	75,152	15,310,445	(252,610)	9,037,195	6,020,640
<b>TOTAL MEMBERS' EQUITY</b>	7,788,150	7,278,999	509,151	7,517,493	270,658	12,038,212	(4,250,061)
<b>TOTAL LIABILITIES AND MEMBERS' EQUITY</b>	229,024,966	227,322,719	1,702,247	222,827,301	6,197,665	210,857,730	18,167,236

We certify, to the best of our knowledge and belief, that these financial statements are true and correct and present fairly the financial position and the results of operations for the periods covered.

DocuSigned by:

*Kenton Hall*

4/11/2023 | 11:49 AM MST

Kenton Hall, VP of Finance/CFO

DocuSigned by:

*G. Vernon Babilon*

4/11/2023 | 1:10 PM MST

G. Vernon Babilon, President/CEO

DocuSigned by:

*EL*

4/26/2023 | 12:12 PM PDT

Ross Underwood, Treasurer

# Tucson Old Pueblo Credit Union

## SUMMARY INCOME STATEMENT



As of: 3/31/2023

Produced: 4/11/2023 10:55:28AM

	MTD Actual Mar-2023	Prior Mo Actual Feb-2023	QTD Actual Mar-2023	YTD Actual Mar-2023	YTD Budget Mar-2023	\$ Diff YTD Mar-2023	% Diff YTD Mar-2023
<b>INCOME</b>							
Interest on Loans	772,025	662,850	2,144,982	2,144,982	2,113,232	31,750	1.50
Interest on Investments	69,991	65,275	207,981	207,981	228,740	(20,759)	(9.08)
Fee and Other Operating Income	165,280	150,675	505,808	505,808	549,774	(43,966)	(8.00)
<b>TOTAL INCOME</b>	<b>1,007,296</b>	<b>878,800</b>	<b>2,858,770</b>	<b>2,858,770</b>	<b>2,891,746</b>	<b>(32,976)</b>	<b>(1.14)</b>
<b>OPERATING EXPENSES</b>							
Employee Compensation	300,597	294,084	887,758	887,758	874,532	13,226	1.51
Payroll Tax Expense	23,031	25,079	76,087	76,087	80,367	(4,280)	(5.33)
Employee Commissions/Incentives	25,460	673	42,631	42,631	29,544	13,087	44.30
Employee Benefits	47,513	44,364	139,306	139,306	139,165	141	0.10
Meetings	2,081	287	5,436	5,436	2,950	2,486	84.26
Loan Servicing	44,571	43,499	143,613	143,613	137,820	5,793	4.20
State Banking Department Fee	881	881	2,644	2,644	2,643	1	0.02
Office Occupancy	29,793	27,343	87,553	87,553	94,656	(7,103)	(7.50)
Office Operations	53,340	60,856	167,329	167,329	176,192	(8,863)	(5.03)
Miscellaneous Expenses	2,921	599	12,543	12,543	8,175	4,368	53.43
Association Dues	3,513	3,063	10,602	10,602	15,351	(4,749)	(30.94)
Education, Training & Research	5,729	4,581	11,651	11,651	24,675	(13,024)	(52.78)
Professional & Outside Services	201,989	179,098	550,308	550,308	611,755	(61,447)	(10.04)
Travel & Conferences	97	1,406	1,503	1,503	10,800	(9,297)	(86.08)
Promotional Expenses	6,897	4,993	24,578	24,578	20,799	3,779	18.17
Operating Losses	13,180	16,581	32,793	32,793	17,100	15,693	91.77
<b>TOTAL OPERATING EXPENSES</b>	<b>761,592</b>	<b>707,388</b>	<b>2,196,335</b>	<b>2,196,335</b>	<b>2,246,524</b>	<b>(50,189)</b>	<b>(2.23)</b>
<b>NET OPERATING INCOME</b>	<b>245,704</b>	<b>171,412</b>	<b>662,435</b>	<b>662,435</b>	<b>645,222</b>	<b>17,213</b>	<b>2.67</b>
Provision for Loan Losses	5,960	314,562	530,293	530,293	375,000	155,293	41.41
Dividend Expense	84,361	43,262	154,656	154,656	107,877	46,779	43.36
Interest on Borrowings	90,278	80,426	261,353	261,353	113,688	147,665	129.89
(Gain)/Loss on Investments	(10,047)	63,807	(31,257)	(31,257)	0	(31,257)	0.00
<b>NET INCOME</b>	<b>75,152</b>	<b>(330,645)</b>	<b>(252,610)</b>	<b>(252,610)</b>	<b>48,657</b>	<b>(301,267)</b>	<b>(619.17)</b>